DEPARTMENT OF COMMERCE
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MONTHLY NEWS BULLETIN
of
COMMERCIAL STANDARDS GROUP, BUREAU OF STANDARDS
(This includes: Division of Simplified Practice; Division of Specifications;
Commercial Standards Unit; American Marine Standards Committee.)

Address Inquiries to Commercial Standards,
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TABLE OF CONTENTS

	Paragraphs
Advocates Research	21
American Efficiency Copied Abroad	12
Approved Certification Plan	25
Best Sellers	5
Building Code	29
Committee Favors Simplification	14
Frills in Production	19
Germany Standardizes Engines	10
Hand-To-Mouth Buying Causes	15
Job Specification	23
Labor Review	6
Manufacturers' Cooperation in Simplification	1
Must Reduce Waste	27
National Industrial Council	28
New Bureau Publication	11
1928 Commerce Yearbook	4
Rationalization	26
Recent Activities of the Commercial Standards Group	30
Refrigeration Industry Interested in Simplification	18
Results of Simplified Practice	20
Simplified Invoice Coming Into General Use	2
Simplified Practice Helps Industry	16
Squeezes Waste Out of Supply Motions	13
Standard Sports Fields	24
Surplus Markets Need Cooperation	17
The Simplified Invoice League	3
To Improve Distribution Methods	8
To Study Traffic Management	9
User Pays the Cost	22
Utilization of Farm Wastes	7

1. MANUFACTURERS' COOPERATION IN SIMPLIFICATION

Ray. M. Hudson, Assistant Director, Commercial Standards.

In answer to the question, "Do the smaller manufacturers participate in simplification," the Division of Simplified Practice submits that 46 per cent of the 212 producer-acceptors behind 10 simplified practice recommendations are capitalized at $500,000 and over; 26 per cent between $100,000 and $500,000; and 14 per cent below $100,000. The capitalization of 13 per cent of these acceptors is not reported.

Analysis of the published credit ratings of the 212 acceptors reviewed shows 41 per cent rated at $500,000 and over; 32 per cent between $75,000 and $500,000; 12 per cent between $3,000 and $75,000; and 15 per cent "not reported."

The 10 recommendations reviewed are:

		From	To	Per Cent Reduction
No. 6 - Files and Rasps		1,351	475	65
8 - Range Boilers		130	13	90
18 - Builders' Hardware	(Items	6,948	5,130	26
	(Finishes	100	29	71
29 - Eaves Trough and Conductor Pipe		21	16	24
33 - Chinaware, Cafeteria and Restaurant		700	243	65
35 - Steel Lockers		65	17	74
42 - Paper Grocers' Bags		6,280	4,700	25
46 - Tissue Paper	(Roll Tissue	13	5	77
	(Shoe Tissue	21	6	71
49 - Sidewalk, Floor and Roof Lights -	(Sizes	120	6	95
	(Styles	80	5	94
	(Shapes	10	2	80
57 - Wrought Iron and Wrought Steel Pipe, Valves and Fittings.				
(Sizes of Valves and Fittings		20,000	19,238	4
(Sizes of Pipe		62	49	21

All of these have been in operation sufficiently long to permit determination of the adherence accorded them by their producer-acceptors. The average adherence, i.e., per cent of product conforming to the terms of the simplification program, for these 10 is 90.3 per cent.

Since the Division of Simplified Practice does not endorse and publish any recommendation until the latter has been accorded 80 per cent acceptance by the industry according to volume of output, the figures above citied, and detailed in the accompanying table, indicate that the smaller as well as the larger companies are cooperating in simplification.

The relatively high degree of adherence to the recommendations indicates that manufacturers, large and small, are finding simplification beneficial.

REVIEW OF PRODUCER-ACCEPTORS

[1]

By Minimum Capitalization

Minimum (a) Capital	Simplified Practice Recommendation No. 6	8	18	29	33	35	42	46	49	57	Total	Total	Per Cent*
$1,000,000	5	7	11	7	2	6	6	6	-	22	72	-	34
500,000	2	1	-	5	3	1	5	6	-	3	26	-	12
Total	7	8	11	12	5	7	11	12	0	25	98	98	46.0
300,000	-	3	4	5	2	1	2	5	-	6	28	-	13
100,000	1	-	2	5	3	2	3	8	2	2	28	-	13
Total	1	3	6	10	5	3	5	13	2	8	56	56	26.0
50,000	2	1	1	5	1	1	2	6	2	1	22	-	10
25,000	1	-	1	2	-	-	1	1	1	-	7	-	3
10,000	-	-	-	-	-	-	-	1	-	-	1	-	0.5
5,000	-	-	-	-	-	-	-	1	-	-	1	-	0.5
Total	3	1	2	7	1	1	3	9	3	1	31	31	14.0
Not reported	3	-	2	4	-	3	6	4	3	2	27	27	13.0
Grand Total	14	12	21	33	11	14	25	38	8	36	212	212	100.

[2]

By Credit Rating

Credit Rating													
1,000,000+	4	7	9	6	1	5	5	8	-	20	65	-	31
750-1,000n	1	-	2	3	1	1	1	1	-	1	11	-	5.
500-750	-	-	-	3	1	-	2	2	-	3	11	-	5
Total	5	7	11	12	3	6	8	11	0	24	87	87	41.0
300-500n	1	-	3	5	3	1	4	4	-	2	23	-	11
200-300n	1	-	-	2	3	-	1	4	1	3	15	-	7
125-200n	1	-	5	4	-	4	4	1	-	1	20	-	9
75-125n	1	1	-	2	-	2	-	2	-	3	11	-	5
Total	4	1	8	13	6	7	9	11	1	9	69	69	32.0
50-75n	-	-	-	-	-	-	2	5	2	-	9	-	4
35-50n	1	-	-	2	-	-	-	1	2	-	6	-	3
20-35n	-	-	-	2	-	-	1	1	1	-	5	-	2
10-20n	-	-	-	1	-	-	-	1	1	-	3	-	2
3-5n	1	-	-	-	-	-	-	-	-	1	2	-	1
Total	2	0	0	5	0	0	3	8	6	1	25	25	12
Not Reported	3	4	2	3	2	1	5	8	1	2	31	31	15
Grand Total	14	12	21	33	11	14	25	38	8	36	212	212	100.0
Adherence by Factual Survey	93	97.9	79.7	92.	80.6	85.2	95.6	85.	94.3	99.8	-	90.3	#

* To nearest whole number.
n-000 Omitted.

1 From Thomas Register, 1927-28.
2 From Bradstreets, 1928 Edition.

2. SIMPLIFIED INVOICE COMING INTO GENERAL USE.- Through its secretary, W C. Fulmer, the Machinery Builders' Society reports that 80 per cent of its memership now uses, or intends to use, the Simplified Invoice Form. Results of Mr. Fulmer's survey among his members are:

Now using the Simplified Invoice	52 per cent.
Will use when present forms are exhausted	28 per cent.
Not using -- no reasons given	3 per cent.
No answer received	17 per cent.

Mr. S. W. Flagg, Bureau of Methods, General Electric Company, reports that a canvass among 35 representative business associations shows 25 definitely interested in the Simplified Invoice and active in its promotion. Among the 25, the National Association of Wholesale Druggists reports that nearly 90 per cent of its members are using the form. Another association reports that the form is used by 10 per cent of its members; but better results are expected as time goes on.

3. THE SIMPLIFIED INVOICE LEAGUE.- Reports to August 31, 1928, from various firms on the extent to which their incoming invoices conform to the Simplified Invoice form are as follows:

Company	Period	Invoices Checked	On Simplified Form	Per Cent of Adherence
Humble Oil & Refining Co Houston, Texas.	1 Week	2.414	2.159	89.53
Buick Motor Co., Flint Michigan	15 days	-----	-----	34.00
Yale & Towne Mfg. Co., Stamford Conn.	-----	-----	-----	16.00
Star Machinery Co., Seattle Wash.	1 Month	187	29	15.50
Oklahoma Railway Co., Oklahoma City, Okla	-----	-----	-----	13.00

It is our intention to publish, in each issue of this bulletin, statistics of the above nature. We invite all firms interested to review their incoming invoices for at least fifteen days and then advise as to the number which confrom in all respects to the Simplified Invoice Form. Invoices which only partly conform to this standard should not be counted.

N.B. PURCHASING AGENTS! IF YOU WANT TO SEE YOUR COMPANY'S NAME IN THIS LIST, MAKE YOUR SURVEY AND SEND US YOUR RESULTS.

(The closing date for this bulletin is the first day of each month.)

4. 1928 COMMERCE YEARBOOK.- The 1928 edition of Volume I of the Commerce Yearbook has just been released by the Department of Commerce and may be secured from the Superintendent of Documents, Government Printing Office, Washington, D. C., at a cost of one ($1.00) dollar a copy. The contents include discussion of production, employment and domestic trade; wholesale, retail and farm prices; foreign trade; agricultural products and foodstuffs; fuel and power; construction; construction materials; metals; machinery; automotive products; rubber and rubber products; textiles and clothing; leather and leather products; paper and printing; chemicals and related products; transportation and communication; banking and finance; developments in standardization and simplification. The Commerce Yearbook was issued in two volumes in 1927 for the first time, in order to increase its scope and general usefulness. Volume I contains detailed information concerning business conditions in the United States and its non-contiguous territories and possessions, while Volume II contains similar data, though in somewhat less detail, for about 80 foreign countries.

5. BEST SELLERS - Attention is being focused on the plan adopted by W. & J. Sloane, selling agents of floor coverings, for dealing with the conditions created by hand-to-mouth buying, according to "Sales Management". The publication states that "Its essence is control of factory schedules by the results of intelligent research designed to discover the most popular patterns. All that the manufacturer had to do was to govern his output accordingly. The trade was kept advised of the best selling designs and urged to use this information as a guide in paying in stock.

"The results, as might have been expected, were favorable to all concerned. Average factory and dealer inventories, and left-overs, were reduced, sales and turnover, and profit on investment, increased, and jobbers and their salesmen provided with a distinct service premium found their work facilititated. Nothing could be simpler; nothing more obvious. It amounts tc no more than organizing the common sense policy of making and offering what most people want to buy. Yet many manufacturers and distributors, failing to keep in touch with the consumer's tastes and means, go on piling up slow sellers and hoping against hope that old-time buying habits will return. Meantime, they are missing the opportunity open to all who are swimming with the tide."

6. LABOR REVIEW - An account of the activities of labor organizations in organizing associations to finance the purchase or construction of homes for its members, is set forth in the Monthly Labor Review for August, published by the Bureau of Labor Statistics, Department of Labor.

The Review states that the actual construction of housing accommodations by labor organizations has been undertaken in only three instances, although a number of trade unions have promoted the organization of associations for financing the purchase or construction of homes for their members. An account is given in the publication of the housing activities of labor groups, which gives in considerable detail the results of an interesting experiment by the Amalgamated Clothing Workers in the construction of a group of apartment houses in New York City.

A similar development, which has already provided living quarters for 1,185 families, has been put under way by the United Workers' Co-operative Association. In both of these projects less than half of the land is utilized for the buildings, leaving ample space for playgrounds and other recreational features. Cooperative buying and many other features of communal life are carried on in connection with the project. Although the numbers housed are few compared with the total number

of workers in New York City, the experiment is important as showing what can be done by the workers themselves in improving their conditions of life.

The publication also makes a review of consumers' cooperation in 1927-28 which indicates that the movement is prospering in moderate degree. An attempt has been made during the past year to raise the general level of excellence in the cooperative movement, and it is the plan that eventually societies will be required to attain a set standard of cooperative practice and business procedure, in order to retain their membership in the Cooperative League.

7. UTILIZATION OF FARM WASTES - During the second annual institute held by the American Chemical Society, chemists were urged to find methods for utilizing the 10,000,000 tons of agricultural wastes, such as corn-stalks, corncobs, grain straws, sugar-cane bagasse, cottonseed and peanut hulls, and other substances produced annually on the farms of the nation. It was brought out in the meetings that among the methods already in practice for utilization of agricultural wastes is, for example, the manufacture of sugar-cane bagasse - once used only as a fuel - into wall board and other products.

8. TO IMPROVE DISTRIBUTION METHODS - Improvement of shoe distribution is the object of a $1,000,000 corporation recently formed at a meeting of manufacturers and retailers of footwear in Boston. Manufacturer and retailer members hold stock in this corporation, which has been organized to bring chain-store advantages of skilled management, massed buying, scientific merchandising and store control, to the benefit of the independent shoe retailer.

9. TO STUDY TRAFFIC MANAGEMENT - A study to determine the place of industrial traffic management as a factor in the elimination of waste in distribution has been begun by the Transportation Division of the U. S. Department of Commerce. It is expected that the results will be of practical benefit to manufacturers and distributors, in enabling them to eliminate distribution wastes, and that this will ultimately benefit the consumer through reducing costs of distribution and consequently the cost of merchandise. Facts will be sought on the movement of merchandise over railways, waterways, highways, and air routes. The research will endeavor to bring out, among other things:

(1) Wastes resulting from inadequate attention to and proper understanding of traffic matters, and how to control such wastes. (2) How large an industry or business should be to justify the organization of its traffic functions into a separate department. (3) The types, costs, and functions of the traffic department in a modern business organization. (4) The relation of the traffic department to the executive, accountant, legal, financial, production, purchasing, sales and other departments of a business concern.

10. GERMANY STANDARDIZES ENGINES - In 1920, when the German Government took over the railways, there were 210 different series of locomotives in use. The need for standdardization was immediatey apparent. It was difficult, however, to accomplish this rapidly, adopting existing locomotives as standards, because the existing engines had not been designed with standardized components. It was necessary to create new series to meet the variable conditions of service on the different lines.

At the same time, work in the shops had to be reorganized, in order that each shop might specialize on the maintenance of a few types of locomotives, thus reducing the stock of spares. A special commission, constituted by the Ministry of Transport, concluded that entirely new types must be designed and standardized with completely interchangeable parts.

11. NEW BUREAU PUBLICATION - The first issue of the Journal of Research, published by the Bureau of Standards of the U. S. Department of Commerce, made its first appearance on August 8, 1928. It will be issued monthly as the outlet for the research results in pure and applied science. The Bureau of Standards has found that, after issuing 44 volumes of scientific results, containing in all some 942 research papers, the pericdical form of publication is most effective. The new journal is expected to contain important papers comparing favorably with the nearly one thousand already published by the Bureau of Standards.

12. AMERICAN EFFICIENCY COPIED ABROAD - American executives do not fully realize that the tremendous industrial advance in the foreign world is largely due to a keen international desire to emulate the striking business and industrial efficiency of the United States, according to Mr. King H. Grayson, prominent foreign research engineer. In support of this statement, Mr. Grayson says that if any American executive doubts the truth of this assertion, he can quickly verify it by comparing conditions in almost any foreign country prior to the World War with the situation which exists today. Mr. Grayson, who has spent much time abroad, especially in the Orient, and who has become familiar with business and industrial conditions there, believes there is a great field for American management equipment in that part of the world.

13. SQUEEZES WASTE OUT OF SUPPLY MOTIONS - A reduction of approximately 60 per cent in the clerical effort required in ordering material, and a reduction of 20 per cent in letter-writing, filing and mailing forces, have resulted from the operation of a service bureau in the Pennsylvania Railroad purchasing and stores department, where clerical work has been centralized and reduced to machine methods.

14. COMMITTEE FAVORS SIMPLIFICATION - At the annual meeting of Division 6, American Railway Association, held this summer in Atlantic City, much interest was attached to the report of the committee on Standardization and Simplification of Stocks. In making the report the chairman of the committee said that "the importance of standardization and simplification of material items is reflected in the economic possibilities of reduction in the amount of stocks carried by the individual railroads." Included in the report, which was accepted by the convention as presented, were several recommendations tending to make for better utilization of the surplus material.

15. HAND-TO-MOUTH BUYING CAUSES. In making an analysis of the causes and results of hand-to-mouth buying, Mr. Fred E. Clark, states that "in the case of basic production of goods and supplies, such as lumber, construction steel, and hardware, the development of hand-to-mouth buying is likely to tend toward greater simplification and standardization." He accounts for this because the style element is not present in any great degree, and, as a consequence, both manufacturer and buyer are interested in the results of simplification and standardization.

The manufacturer wants to be able to produce for stock, and the more demand is simplified and standardized, the more that becomes possible. The buyer wants to be sure of deliveries, and if goods are simplified and standardized so that the manufacturer can produce for stock, he is more certain to obtain deliveries. Both manufacturer and buyer are interested in the lower costs which may result.

16. SIMPLIFIED PRACTICE HELPS INDUSTRY - The Bolt, Nut and Rivet Industry found itself in such a demoralized condition in 1924 that it was forced to take some action to save itself from actual and complete destruction, according to Mr. Charles J. Graham, President, Bolt, Nut and Rivet Manufacturers' Association. He states that the industry as a whole was not only failing to show any profit, but its losses were running into such figures that within a short time, unless some steps were taken, only a few of the strongest companies would have been able to survive, and they at a tremendous financial sacrifice.

The present association was organized in April, 1925. An executive committee was appointed, which made a complete study of the causes which had brought the industry into the demoralized condition in which it had found itself in 1924, and made a sincere effort to eliminate the evils which had created such an unhealthy condition.

"Working in conjunction with the Division of Simplified Practice of the Department of Commerce, we standardized our methods of packing, reducing the number of package sizes from 168 to 18," continued Mr. Graham. "Most of the manufacturers now put up their product in standard containers, so that regardless of from whom a customer purchases, he gets the same quantity of bolts and nuts per case or keg. Our packing expense has been greatly reduced, as at least 95 per cent of our product goes out in standard container quantities."

17. SURPLUS MARKETS NEED COOPERATION - "While market study can be profitably pursued in all lines, the fact remains that most industries have surplus capacity and should control their output accordingly," states Mr. Charles Piez, chairman of the Link-Belt Company, Chicago. In this connection Mr. Piez points out that trade associations have done much by distributing information regarding consumption, sales and production, and that the leavening effect of the trade association has been supplemented by the work of the Department of Commerce in promoting economies through standardization and simplification.

18. REFRIGERATION INDUSTRY INTERESTED IN SIMPLIFICATION - One of the objects of the Refrigerating Machinery Association is to encourage advancement and improvement in all branches of the industry by promoting and supporting investigations, experiments, standardization and research, and collecting and distributing statistics and information of value to the members. It also has a standing committee to formulate a program for standardization, simplification and elimination, to the end that the Association may work toward uniform standards of sizes and types of fittings, valves and machinery parts; to provide simplification and elimination of unnecessary types and sizes, and to cooperate with similar committees of other trade, scientific and governmental organizations. This committee is known as The Standardization, Simplification and Elimination Committee. Recently the industry adopted a simplified practice recommendation, S. P. R. No. 96, for ice cake sizes. This is now before the industry for acceptance.

19. FRILLS IN PRODUCTION - Man is slave to his subconscious mind as he invents or designs, according to Dr. Dexter S. Kimball, dean of engineering, Cornell University, speaking at the banquet of the American Gear Manufacturers Association. Indicative of this, he pointed out that while certain articles are manufactured for usefulness the designer proceeds to make the article decorative. Examples given by Dr. Kimball were: Dining room tables have lion's paw feet; sewing machines have roses

painted on the overarm and are supported on a grapevine base; handsaws carry a fancy-carved design in the handle. Happily, the modern tendency, perhaps induced by mass production, is to simplify design.

20. RESULTS OF SIMPLIFIED PRACTICE - The first of a series of reports on the effect of simplified practice in the industries in which it has been applied, has just been completed by the Division of Simplified Practice. The report is devoted to the results obtained in the paving brick industry only, which is the Division's oldest project. Copies of this report may be had by readers of this Bulletin upon request.

21. ADVOCATES RESEARCH - Reduction of costs only through the legitimate effecting of economies and engineering research was advocated by President E. J. Frost of the American Gear Manufacturers' Association, at the convention held in Rochester, N. Y. He directed attention to general conditions and competition in the gear-making industry, and made certain recommendations to members of the association. He advocated a better education of the gear producers in economy, through elimination of wastes that are common in nearly all shops.

22. USER PAYS THE COST - Until recently the discretion of the designing engineer was the chief guide in determining the size of brushes that should be used on rotating electrical machines, declares the magazine POWER editorially. This unrestrained exercise of choice has led to thousands of sizes and styles of carbon brushes being adopted. Many of these need never have been brought into existence if a little thought had been given to following some set of standards. This situation has been made more involved by the hundreds of grades in which brushes are manufactured. This led the industry to develop a simplified practice recommendation, through the cooperative work of the Department of Commerce, which defines minimum increments of increase in dimensions, and dimensional tolerances for carbon brushes, sizes of holes or slots in terminals for flexible shunts, and size and specifications for cable for brush shunts. According to the editorial in POWER, any benefits coming from standardization must eventually revert to the user of the product. The present difficulties in the industry can not be remedied at once, and then only if the user is willing to back the simplification when making purchases.

23. JOB SPECIFICATION - The job specification is a useful and convenient way of standardizing and summarizing the particular details of a particular job for the benefit of both employer and employee, according to the first of a series of Handy Manuals of Standard Employment Practice just released by a well known life insurance company. This booklet is designed to show the advantages to the employer and employee of knowledge of physical requirements, actual duty, amount of training necessary, standards of performance, methods of payment, and other relevant elements of any given job.

24. STANDARD SPORTS FIELDS - In a report entitled "Outdoor Recreation for Employees", issued by a well known life insurance company there is stipulated a standard table of fields used for various recreational activities, such as football, tennis, baseball, etc. There is a good field for standardization of game rules, size of fields and equipment, in all athletic games. It is believed that if this should be followed out, it would create more "fans" since conditions surrounding recreational activities in the East would be the same as in the West.

25. APPROVES OF CERTIFICATION PLAN - The Association of National Advertisers, Inc., 420 Lexington Avenue, New York, has been in communication with the Commercial Standards Group of the Bureau of Standards, relative to the "certification plan" advocated by the Bureau. Recently the managing director of the Association informed the Bureau that he believed there is every evidence that the certification plan is a step in the right direction, and requested to be kept advised from time to time of any changes or developments in the plan.

26. RATIONALIZATION - Much has continued to be written and also done during the year concerning so-called "rationalization", according to the report on economic and financial conditions in Germany to July, 1927, prepared by J. W. F. Thelwall, M. C., Commercial Secretary, Berlin, and C. J. Kavanaugh, Commercial Secretary, Berlin, and published by His Majesty's Stationery Office, England. The report states:

"It must be remembered that this is really only the end which every progressive manufacturer has always striven after, namely, a maximum output at a minimum cost, making due allowance for the capacity of the market, but the process has received particular prominence of late years because the readjustment was necessarily on a vast scale after the uneconomic expansion of factories and plant during the War and the period of inflation, which resulted in a potential output far exceeding any possible demand, and also in the growth of numerous intrinsically unsound undertakings. Special impetus was also given to the movement by the example of the U. S. A. which much impressed the large numbers of German business men who visited America after stabilization. For similar reasons standardization has been energetically taken up in Germany and extended to a wide range of articles. Thus 80 per cent of the total turnover in the precision machine tools industry consists of standard parts. In the mines, the number of railway gauges has been reduced from 100 to 3 (500 m/m, 600 m/m, and 900 m/m. mining rail profiles from 200 to 9, shoot profiles from over 100 to 7.

"Very good results have been attained by rationalization in general and standardization in particular, though with regard to the latter it will probably be found that it is being applied to certain branches of manufacture which do not lend themselves to it, and in which its indiscriminate introduction, is more likely to do harm than good. With respect to the former, some specially good results have been obtained by heavy industrial concerns, such as Bochumer Verein; Vulkan, Duisburg; August Thyssenhuette, Hamborn; Dortmunder Union; Guttehoffnungshuette."

27. MUST REDUCE WASTE - If America is to retain its industrial supremacy it must reduce wastes of all kinds, declared W. Chattin Wetherill of the University of Pennsylvania, in an address before the fifth annual convention of the National Association of Foremen, held this summer in Dayton, Ohio. Mr Wetherill was formerly chairman of the National Committee on Metals Utilization of the U. S. Department of Commerce.

Mr. Wetherill pointed out that simplified practice was one of the factors to be considered in reducing industrial wastes of all kinds. Indicative of this value, he cited the example of a large manufacturer of rubber goods in reducing his products from 1600 items to 6, and during a course of 8 years increased his sales 800 per cent.

28. NATIONAL INDUSTRIAL COUNCIL - One of the recommendations contained in the report released by the Working Committee of the British Industrial Conference calls for the setting up of a national industrial council. This council would not replace the Federation of British Industries, but apparently would have broader powers and a larger scope. The report also indorsed the recommendations of the World Economic Conference at Geneva in regard to rationalization. The Working Committee of the British Industrial Conference put in six months making a study of British industrial conditions.

29. BUILDING CODE - A list showing the status of building codes and plumbing codes in cities of more than 10,000 population has been prepared by the Division of Building and Housing. It is based on answers to a questionnaire sent to building inspectors, city clerks, and others. The information given includes the dates of building and plumbing codes now in use, whether printed together or separately, whether or not the codes are being revised, by what agency the plumbing codes are enforced, and the number of persons in plumbing, building, and electrical inspection departments. The list will be corrected from time to time and probably enlarged in scope, and it is hoped that it will become of increasing usefulness to those whose work brings them in contact with building and plumbing requirements. A limited number of copies is available for free distribution. These may be secured by addressing The Division of Building and Housing, Department of Commerce, Washington, D. C.

30. RECENT ACTIVITIES OF THE COMMERCIAL STANDARDS GROUP.

Division of Simplified Practice.

ASBESTOS PAPER - Simplified Practice Recommendation No. 19, Asbestos Paper and Asbestos Millboard, recently revised by the industry, in order that the project would be kept abreast of current practices and needs of the industry, is now in effect, as of July 1, 1928. The Division of Simplified Practice has received signed acceptances to the revised simplification from a sufficient number of manufacturers, distributors, and users, to insure the general adoption of the revised recommendation by the industry as a whole.

ASPHALT - The standing committee for Simplified Practice Recommendation No. 4, Asphalt, has reaffirmed the existing schedule of the recommendation, without change, for another year. Information presented to the meeting of the standing committee indicated an adherence to the project of 91 per cent.

SHOVELS, SPADES, AND SCOOPS - The standing committee for Simplified Practice Recommendation No. 48, Shovels, Spades and Scoops, has reaffirmed the existing schedule of the recommendation, without change, for another year. Information received at the meeting of the committee indicated a high degree of adherence to the project.

SKID PLATFORMS - In accordance with the unanimous action of a general conference of representative manufacturers and users of skid platforms, the Division of Simplified Practice has prepared and submitted, for the approval of the industry, a draft of Simplified Practice Recommendation No. 95, containing the proposed simplification schedule for clearance dimensions of skid platforms. Copies of the recommendation and of the acceptance blank may be secured from the office of the Assistant Director, Commercial Standards Group, Room 316, Department of Commerce, Washington, D. C.

At the general conference above mentioned, it was voted as the sense of the meeting that an effort be made to establish standard dimensions for over-all length and width of skid platforms, preferably in "multiple" sizes. The Division of Simplified Practice has accordingly sent to representative users a circular explaining the various factors to be considered, and requesting an expression of opinion as to the proper dimensions to be recommended.

The circular also requests information as to number and size of skid platforms used, and what proportion are used for shipping goods by rail or water. The information furnished by users will be tabulated and analyzed, and the committee in charge will formulate a recommendation for presentation to a future conference.

LEAD PENCILS - The proposed simplification of lead pencils, promulgated by a general conference held last May in West Baden, Indiana, has been submitted to the industry for approval. When a sufficient number of signed acceptances are received from the manufacturers, distributors, and users, representing at least 80 per cent of the business, by volume of annual production, the project will be printed by the Department of Commerce, effective as of October 1, 1928.

MARINE HARDWARE - A preliminary meeting of manufacturers of marine hardware was held in Portland, Maine, on August 28 and 29, at which time steps were taken to initiate a survey in this industry to obtain data upon which to base a tentative simplified practice recommendation.

METAL COMPARTMENTS - At a preliminary meeting of manufacturers of metal shower and toilet partitions, held in New Britain, Connecticut, on August 23, a tentative simplified practice recommendation was drafted. It is expected that this recommendation will be submitted to a general conference, bringing in architects, contractors, and other specifying authorities, early this fall.

GLASS CONTAINERS FOR DRUG AND PHARMACEUTICAL INDUSTRIES - At a preliminary conference of representatives of the drug and pharmaceutical industries and the Glass Container Association, the following resolution was unanimously adopted: "That a joint Simplified Practice Committee be appointed to make a survey and from the results obtained therefrom work out a simplified practice recommendation for various types, capacities, sizes, etc., of glass containers used in the drug and pharmaceutical industries, for consideration and adoption at a subsequent general conference of all interests, to be held under the auspices of the Division of Simplified Practice, Bureau of Standards, Department of Commerce."

The committee is to be made up of one member from each of the fifteen National Associations directly interested in this program.

BEVERAGE BOTTLES - A preliminary conference of representatives of the American Bottlers of Carbonated Beverages, members of the Glass Container Committee of the Beverage Allied Industries Council, members of the Standardization Committee of the Glass Container Association, and the Secretary of the Crown Manufacturers Association of America, convened at the U. S. Department of Commerce, under the auspices of the Division of Simplified Practice, on Saturday, August 11, 1928, to discuss the need for simplification of sizes, capacities, heights, etc., of bottles used in the carbonated beverages industry. The following resolution was unanimously adopted:

"That a Simplified Practice Committee of seven members be appointed, three members from the Glass Container Association, and four from the beverage industry, to make a survey of production and demand on the various varieties and types of bottles used, and from the results obtained therefrom, work out a recommended list of sizes, heights, capacities, etc. for consideration and adoption at a subsequent general conference of all interests, to be held under the auspices of the Division of Simplified Practice."

LUGGAGE - At the meeting of the National Luggage Dealers Association, held in New York City on August 17, a resolution was passed which carried unanimously that a joint Simplified Practice Committee be appointed to work in cooperation with the Division of Simplified Practice in making a survey of the industry, with the view of developing a simplified list of sizes, thereby eliminating the excessive variety in dimensions, types, etc. of trunks, suit cases, hat boxes, etc.

GLASS CONTAINERS FOR PRESERVES AND JELLY - A general conference of manufacturers, distributors, and users of preserve jars and jelly glasses will be held at Hotel Cleveland, Cleveland Ohio, Tuesday morning, September 18th, for the purpose of discussing and developing a simplified practice recommendation covering sizes and capacities of glass containers used in packing preserves, jellies and apple butter. A cordial invitation to attend this conference is extended to anyone who may be interested.

COMMERCIAL STANDARDS UNIT

COMMERCIAL STANDARDS establish minimum limits for quality as a basis for daily trade, according to the voluntary and concordant desire of producers, distributors and consumers of given commodities.

CLINICAL THERMOMETERS - Manusoript for Commercial Standard on Clinical Thermometers is now in the hands of the Government Printing Office. Owing to objections from the Superintendent of Documents to the effect that a single numbering system for Simplified Practice Recommendations and Commercial Standards would confuse libraries and other institutions desiring a complete file, and would cause unnecessary correspondence in explanation thereof, it has been decided to change the number of this Commercial Standard to CS 1-28, and to keep the numbering systems separate hereafter. This Commercial Standard is effective October 1, 1928.

STAPLE PORCELAIN (ALL-CLAY) PLUMBING FIXTURES - The recommended Commercial Standard for Staple Porcelain (All-Clay) Plumbing Fixtures, as adopted by the general conference of June 12th, covering nomenclature, definitions, grading rules, dimensional standards and variety considered as staple, was disseminated for written acceptance to all branches of the industry - producers, distributors, and consumers - on August 7, 1928. Official announcement of ratification will be made upon receipt of a satisfactory majority of acceptances, and manuscript will be prepared for submission to the Government Printing Office.

STEEL PIPE NIPPLES - The recommended Commercial Standard for steel pipe nipples, as approved by the general conference of June 29th, was submitted to the industry

for acceptance on August 25, 1928. Upon receipt of a satisfactory majority of acceptances, announcement to that effect will be made, and the manuscript will be prepared for printing.

GENUINE WROUGHT IRON PIPE NIPPLES - The recommended Commercial Standard for genuine wrought iron pipe nipples, as approved by the general conference of June 29th, was distributed to all interests for written acceptance on August 27, 1928. As soon as a satisfactory majority of acceptances has been received, announcement of ratification will be issued and the pamphlet submitted for printing.

250# MALLEABLE IRON OR STEEL SCREWED UNIONS - Invitations have been issued for a general conference of producers, distributors, and consumers, at 10:00 A. M. Monday, September 24, 1928, in room 704 Commerce Building, Washington, D. C., to consider adoption of proposed Commercial Standard for 250# malleable iron or steel screwed unions. All those interested in this subject are invited to attend. Copies of the proposed Commercial Standard will be mailed without charge upon request.

THE WEAK LINK OF PURCHASING - Under this title, an editorial in the August 1928 issue of The Purchasing Agent describes the comparatively recent shift in general purchasing methods, as follows:

"It is not so long ago that purchase specifications were a novelty. Staple goods were customarily ordered by name only; specialties were ordered by blueprints which usually gave minute information as to dimensions and tolerances, but scant information as to material, construction and performance.

"That procedure has no place in modern purchasing. The tendency now is to specify clearly and thoroughly what is wanted, even in the case of so-called standard items * * * When the seller knows exactly what is required, the responsibility of satisfactory delivery rests on him, and he has no excuse for tendering unsuitable material.

"The most complete specification, however, provides no assurance that the proper goods will be forthcoming.

* * *

"Continued development of purchasing is bound to emphasize the importance of testing as a corollary of purchase specifications. Adequate specifications indicate that the buyer knows what he wants. Adequate inspection insures that he will get what he wants. These are companion principles of purchasing, and a purchasing department not equipped for both essentials has a weak point in its organization."

COMMERCIAL STANDARDS, with proper certification, will strengthen the weak link most effectively.

Reprints of the complete editorial are available upon request.